

NOTE

ONLY THE FOLLOWING PAGES OF THIS
PUBLICATION HAVE BEEN FILMED

Cov. 1, p. 3, 13, 43, 59, 61,
63.

Industrial Distribution

November 1983

11/1/83
PC8050-6 B

Hotline:
Distributors face
quandry over
inventory levels



62A14 4067682 W40 1 246
JOHN P. KENNEDY
CONGRESSIONAL INFORMATION 3
4520 EAST-WEST HWY STE 800
BETHESDA MD 20814

Distributor Computer Showcase: 1983

Industrial Distribution

George J. Berkwitz, chief editor
875 Third Ave., New York, NY 10022
(212) 605-9541

MIR Ellenbogen, managing editor
Duffy Marks, senior editor
Y.D. Scholer, senior editor
Mark D. Peilis, assistant editor
Rose Fritsch, assistant editor
Allen Pinto, Washington

Linda Rosel-Costa, design director

Joseph Zaccaria, circulation manager
Henry Carey, promotion mgr.
Laurie Schnepf, market research director
Dorice B. Terry, mgr. mktg. services
Lonnie Simpson, administrative asst.

Dana Richardson, production mgr.
(212) 605-9637

Kerry J. Cannon, publisher

Industrial Distribution, (USPS-889-880) is published monthly by Technical Publishing, a Division of Dun-Donnelley Publishing Corporation, a Company of the Dun & Bradstreet Corporation, John K. Abely, President. EXECUTIVE, EDITORIAL AND ADVERTISING OFFICES, 875 Third Ave., New York, NY 10022. (212) 605-9400. Second class postage paid at New York, NY 10001 and at additional mailing office.

Postmaster: Send address changes to Industrial Distribution, 875 Third Ave., New York, NY 10022.

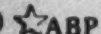
Executive officers of Technical Publishing:
John K. Abely, President
Robert L. Dickson, Executive Vice-President
John R. Emery, Senior Vice-President
Walter Harrington, Vice-President-Finance.

Subscription: Industrial Distribution is sent on request to qualified owners, executives and salesmen of general line, specialist and combination distributor firms in the U.S. and Canada. Subscription price to others: \$50 per year. Single copy \$5.00. The publisher reserves the right to accept or reject any subscription. Group rates, consult Publisher.

*Copyright 1983, Technical Publishing, a Division of Dun-Donnelley Publishing Corp., a Company of the Dun & Bradstreet Corporation, 1983. Title registered at U.S. Patent Office. All rights reserved including the right to reproduce the contents of this publication either in whole or in part.

Technical Publishing

a company of
The Dun & Bradstreet Corporation



CONTENTS

November, 1983
Vol. 73 No. 11/73rd yr.
A Technical Publishing publication

Industry News

- 5 RMA report forecasts slow growth; Capital appropriations see modest increase; T.L. Doerr acquires Shadbolt & Boyd; Porter chairman takes over president's role; Computer environmental support equipment to see 18% growth; Study reports on cogeneration's future; Preview: Specialty Tools & Fasteners Distributors Assn's. Seventh Annual Convention; Indicators; Daniel Mayo named CEO of Lawson Products; Small business council seeks ideas for Democrats; Political hotline: Call to Action.

Lead Story

- 45 **Managing your receivables**
No distributor can afford to be an interest-free banker. That's why collection of receivables within desired time periods call for a program created by top management to set limits and stick to them.

Feature Articles

- 55 **Hotline/Distributors face quandry over inventory levels**
- 59 **Specialty Tools & Fasteners: 1983**
A nationwide survey of distributors specializing in these products indicates business is up and the recovery is taking hold.
- C1 **DISTRIBUTOR PRODUCT SHOWCASE '83**
Latest *ID* pull out SHOWCASE insert is a complete update on distributor-oriented hardware and software. A buyer's guide is included.
- 117 **Considerations for planning and constructing a new facility**
The high cost of space in an extended or new facility makes it mandatory to plan and economize from construction to completion.
- 125 **When to buy in case lot quantities**
Inventory specialist Alan Silver's formula for determining the lowest cost when purchasing by the case
- 136 **Capsule sales concept/Tapping the well of knowledge**



Marketing Operations/Ideas

- 139 The long arm of distribution; Distributor's name on supplier's catalog; To automate or not to automate; Handling system updates inventory instantly; Store and retrieve on operator command; Display kit features illuminated photos; Research helps reduce 'rescheduling blues'; 72-page catalog details forms, office products; Hydraulic crimper has digital readout gage.

Departments

- | | | | |
|-----|---------------------|-----|------------------------|
| 22 | Meetings | 152 | New Products |
| 25 | Reader Service Card | 163 | Reader Service Card |
| 29 | Washington Report | 175 | In Print |
| 35 | Readers Write | 182 | Appointments |
| 37 | Like or or Not | 185 | Classified Advertising |
| 43 | Regional Report | 187 | Advertisers' Index |
| 151 | We Were There | 188 | Talk of the Trade |

Cover art: Bob Ehlers

Want extra copies? Microfilm or full-size reproductions of complete issues, or articles from this or past issues, are available at nominal cost. Write Xerox University Microfilms, Ann Arbor, MI 48106.

INDUSTRY NEWS...

Indicators . . .

The recovery seems to still be with us, although some slowing may be the cause of some of the negative indications recently observed. The *NIDA-SIDA Industrial Distribution Index* rose for the second consecutive month as it moved from July's 112.2 to August's level of 121.0. All regions showed gains, with the West registering the largest gain, 14.1 points, moving from 142.3 to 156.4. The *NIDA-SIDA Industrial Supply Inflation Index* fell from 155.3 in July to 155.1, or 0.7% . . . According to the *SIDA Monthly Sales Trend Report*, sales showed a decline of 7.02 points for July over the previous month. July had sales 5.22 points above July, 1982 and year-to-date figures have this year 10.88 points behind last year . . . The *ASMMMA New Order Index* was up to 103.1 for July, an increase of 2.7 points, or 2.7%, from the previous month . . . Net new orders for U.S. machine tools declined 22% in August when compared to July, reports the National Machine Tool Builders Assn. Much of this decline may be attributed to normal summer vacation doldrums. Year-to-date orders for the first eight months were down 5.2% and shipments were off 56% from 1982 . . . U.S. consumer confidence continues to hold at high levels, reports The Conference Board, as its *Consumer Confidence Index* held steady at 84.2 in August. However, the *Buying Plans Index* dipped from 100.5 to 89.3 . . . The *Welding Supply Index*, compiled by the National Welding Supply Assn., dropped 13.3% in July to 131.9, compared to June's level of 152.2, which had been the highest reading this year. This was the largest one-month decline of the index since April, 1982 . . . The *Hardware Sales Index*, compiled by the National Wholesale Hardware Assn., stood at 106.3 for July, up 1.9 points from the previous month's 104.4 . . . The Copper & Brass Servicenter Assn. reports that July shipments of copper and brass mill products are substantially ahead of those recorded a year ago. The *CBSA Index* was at 89.9 for July, as compared to last year's reading of 65.8.

Computer controllers can expect early 22% annual increase

NEW YORK—The American market for programmable controllers will increase by an annual rate of 22% over the next four years and pass the \$1 billion mark in 1987, according to a Frost & Sullivan study. The

growth will actually be a slowdown from that of the previous five years, when the market increased at an annual rate of 44% from \$60 million in 1977 to \$370 million in 1982.

Programmable controllers are computerized devices used to handle basic industrial control functions such as starting or stopping an automated process, counting,

[continued on page 15]

50% more reach than any other 3-ton portable ratchet-lever hoist!

(ANOTHER LUG-ALL EXCLUSIVE)

This winch-hoist stores 15 feet of cable right on the drum for 50% more reach (7½ ft) than comparable chain hoists. Another LUG-ALL exclusive, the telescopic handle, with shear pin warning . . . adds extra safety and convenience. Also available in corrosion-resistant marine grade.



OTHER LUG-ALL MODELS:

1001 APPLICATIONS
Model 6000-15-SH

CORPORATION

REGIONAL REPORT

August sales continue gains

For the third straight month, sales have increased over the previous month as well as over the corresponding period in 1982. Because these increases are spread over the entire list of regions, with only a few areas remaining exceptions, all indications are that the long awaited turnaround in industrial distribution is indeed with us.

An increase in sales in August '83 of 14% over August '82, extends the gains of 5% in June and 10% in July over the 1982 figures, and puts together the first meaningful con-

secutive string in increases for 1983.

Correspondingly, the month-to-month figures show August '83 against July '83 up nationally 16%, with most of the regions reporting increases in double digits.

For the first eight months of 1983, measured against 1982, the smallest drop of the year is indicated in the -2% figure. As late as June, this figure stood at -9%. Indications are that the recovery will bring most of the regions into the plus column here by the end of year, overcoming the losses.

The weakest region reporting is the West North Central with minus signs scattered through the categories, and only weak increases evident in the plus statistics. The strongest area reporting is the East South Central.

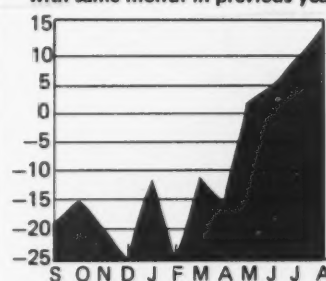
Receivables have also improved with the August report, with most regions dropping into the upper thirty category. Just two months ago, the average for specialists was at 43, while generalists stayed at the 40-day mark. □

RECEIVABLES*

	August '83		August '82	
	Gen.	Spec.	Gen.	Spec.
New England.....	38	42	41	42
Middle Atlantic.....	44	47	44	47
South Atlantic.....	35	36	36	41
East North Central.....	39	35	39	38
East South Central.....	43	—	34	—
West North Central.....	38	35	33	39
West South Central.....	—	—	—	—
Mountain.....	—	—	—	—
Pacific.....	45	40	41	41
National.....	40	39	38	41

*Average days outstanding

% change in sales when compared with same month in previous year



August sales continue uptrend . . .

SALES BY REGIONS (% change)

	Aug. '83 vs July '83			Aug. '83 vs Aug. '82			1st 8 mos. '83 vs 1st 8 mos. '82		
	Gen.	Spec.	Both	Gen.	Spec.	Both	Gen.	Spec.	Both
NEW ENGLAND: CT, RI, MA, NH, VT, ME	+28	+17	+22	+17	+15	+16	-4	-2	-3
Connecticut	—	—	—	+30	—	—	-8	—	—
Massachusetts	+9	—	—	+4	—	—	-2	—	—
MIDDLE ATLANTIC: NY, NJ, PA	+14	+16	+15	+7	+3	+4	-11	-10	-10
New York Metropolitan Area	—	—	—	—	—	—	—	—	—
Upstate New York	+7	+25	+17	+21	+17	+19	-5	-9	-7
Pennsylvania	+12	+19	+16	+6	+10	+9	-9	-1	-4
SOUTH ATLANTIC: DE, DC, MD, FL, GA, NC, SC, VA, WV	+21	+33	+29	+15	+20	+18	-6	+9	+4
Georgia-Florida	—	+28	—	—	+21	—	—	+9	—
EAST NORTH CENTRAL: OH, IN, IL, MI, WI	+21	+33	+25	+22	+17	+20	+2	-1	+1
Indiana	—	—	—	—	—	—	—	—	—
Wisconsin	+4	+36	+23	-2	+30	+17	-6	+2	-1
Chicago	—	—	—	—	—	—	—	—	—
Michigan	+20	—	—	+17	—	—	-2	—	—
Ohio	+24	—	—	+30	—	—	+9	—	—
EAST SOUTH CENTRAL: AL, MS, KY, TN	+30	+5	+20	+25	+45	+32	-1	+4	+1
WEST NORTH CENTRAL: MN, ND, SD, IA, NE, KS, MO	-7	+11	+5	0	-6	-4	+12	-14	-13
WEST SOUTH CENTRAL: AK, LA, OK, TX	+17	—	—	—	—	—	—	—	—
Texas	—	—	—	—	—	—	—	—	—
MOUNTAIN: NM, AZ, CO, UT, NV, WY, MT, ID	+28	—	—	—	—	—	—	—	—
PACIFIC: CA, OR, WA	+4	+11	+8	-8	+22	+7	-13	+7	-4
L.A.-San Diego	—	—	—	—	—	—	—	—	—
Oregon-Washington	-6	+11	+3	-12	+17	+3	-15	+3	-6
U.S. TOTALS	+10	+21	+16	+16	+13	+14	-3	-1	-2

State of the industry . . . Specialty tools and fasteners

A nationwide survey of Specialty Tools & Fasteners Distributors Assn. members indicates that with the exception of the northwest and eastern steelmaking region, business is up and the recovery is taking hold.

Conscious of the 831 member Specialty Tools & Fasteners Distributors Assn. annual meeting taking place this month in Maui, HA, **ID** determined to contact a number of STAFDA members in order to get some feeling for the present state of demand for their products along with an outlook for 1984.

What with recent increases in commercial construction projects, housing starts reaching their highest level in 4½ years in August, and GNP growth estimated at 7% for the year, most specialty tools and fasteners distributors contacted said that they have been experiencing varying degrees of business growth.

Distributors from the Midwest and Pacific regions report that they are beginning to experience a slow comeback from the recession. Northwest markets are still very poor despite some improvement. The Southwest is holding its own, and, for the most part, the Eastern part of the U.S. never even felt a recession.

New England

"Last year was not a bad year," relates Roland Levesque, president, Universal Fasteners & Supply, Inc., Cumberland, RI, "but this year is better. We did not seem to feel any recession, not in the New England area."

Concurring is Jerry Penn, president, Boston Cartridge Tool Co., Newton, MA: "Demand in the New England area is very high right now because there is a lot of construction work going on here. We have been busy right along with the recession, but sales have been improving and getting even better recently."

Penn expects his company's business, which basically aims at the construction industry in the Boston area, to show a 15% increase this year when compared to 1982.

He also foresees a substantial increase in business for next year. "We see a very good outlook for commercial and industrial construction in the Boston area over the next five years," he explains.

With a marketing area that encompasses

Rhode Island and parts of Connecticut and Massachusetts, Levesque projects that next year will be "as good as, if not better than," this year.

Middle Atlantic

Save for parts of Pennsylvania, the Middle Atlantic region seems to have avoided the recession and business continues to look strong.

Serving Long Island, NY, and showing 20% higher sales than last year is N.T.S. Supply Corp., Franklin Square, NY. "Fasteners are in pretty good demand in our area, things are rosy and every month it gets better," says company president Edward Ufier, Sr. "We did not have any recession here," he adds.

Although his company did not experience a down period, says John N. Philipps, vice

president, Philipps Brothers Supply, Inc., Buffalo, both demand and consumer confidence are up and things seem to be turning around in the western New York area. The construction sector of the market seems to be healthy but steel plant closings coupled with the relocation of several of the area's major industrial facilities have weakened the industrial segment of the market.

Any recovery in the Pittsburgh area is lagging the rest of the nation by about six months and no upturn is expected over the immediate future, according to Paul Connelly, president, Construction Tool Service Inc., Pittsburgh. With sales running about 3% behind last year, recent expansion of the city's downtown area was one of the few bright sales spots seen by the president.

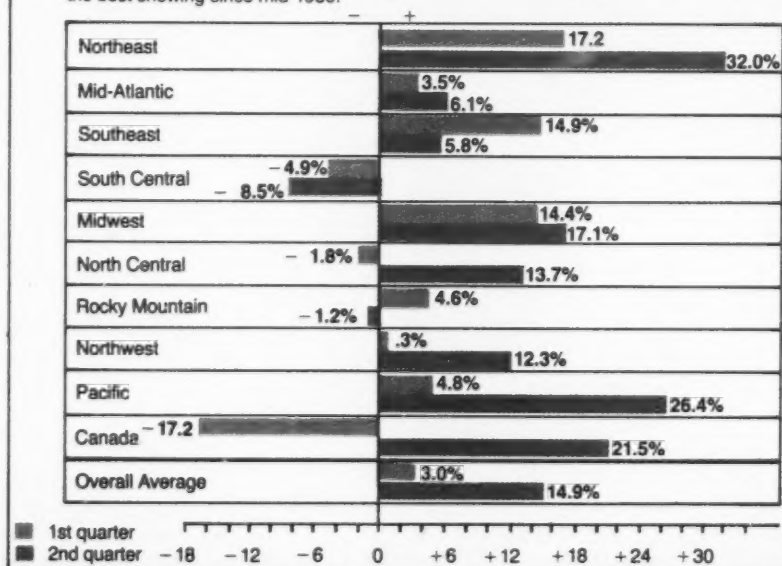
"I see no upswing coming right now," Connelly says. "At best, things may turn up very slowly and gradually; and sales may very well dip some more before they come up."

On the other hand, Philipps, calling himself the eternal optimist, predicts that business will be up next year. "We will be looking to maintain volume and make up for those projects that will be running out

[continued on page 61]

Industry sales are trending upward

STAFDA's year to year quarterly comparison trend report indicated a small overall sales rise for the first quarter followed by a sharp increase in sales during the second quarter, the best showing since mid-1980.



State of the Industry . . .

[continued from page 59]

through the course of the year."

Ufier is also optimistic about next year, he says, because of the increasing volume of construction of condominiums, docks and marinas in the Long Island area.

Southeast

"Business could not be better; based upon sales, I did not even know there was a recession," says Marco Supply Co., Salem, VA, president David Jones. The company, with 95% of its sales going to contractors, serves portions of eight southern states (Alabama, Delaware, Georgia, Maryland, North Carolina, Tennessee, Virginia and West Virginia) and is experiencing a 30% sales growth over last year.

At Ensco Supply Co., Greensboro, NC, overall sales are up 14% from 1982, according to Randolph G. Ensign, president. However, demand is not terribly strong and the market is very competitive, resulting in very low pricing. Customers are doing more shopping around for low prices than "I have ever seen in any other recessionary time," he says. "I do not see this situation improving since customers have established the habit of buying at low prices."

For 1984, Ensign sees a gradual, slow upturn for his company's selling area, which encompasses segments of North Carolina and Virginia.

"I do not see any big growth during 1984," he says. "If we did have a big upturn next year we could not replenish our inventories fast enough to fill our needs."

Using a different perspective, Jones says that his company has achieved a 25-30% growth rate for each of its 14 years and 1984 should continue this trend.

Midwest

Last year was a disaster but demand has started to improve over the past few months, notes William H. Boumann, vice president, Mutual Sales Corp., Chicago. He rates sales at approximately 10-12% ahead of last year and attributes this to increased building in the Chicago area. Large commercial and industrial building is going pretty strong right now, he says.

Further north, at L. W. Meyer & Son Inc., New Berlin, WI, Jack T. Jahntz, CEO, says that as of this past June some life started to slowly seep into the construction marketplace and product demand, although still low, is improving.

"The construction marketplace is showing more improvement than the industrial marketplace," says Jahntz. "For us, heavy equipment related bookings seem to be picking up." He expects his company to see

[continued on page 63]

A look at construction

Most specialty tools and fasteners distributors specify construction markets as the primary, if not only, targets for their wares. Considering the importance of these markets, an overview of where they are heading is in order.

According to an impact research letter prepared by Arthur D. Little Inc.'s construction industry specialist Margaret F. McDonald, the recovery in the construction industry is building due to a number of factors that include lower interest rates, the availability of alternative mortgage plans for housing, increased emphasis on highway repair and infrastructure development, and greater demand for high-technology architectural and engineering services.

While housing starts are up, reaching their highest level in 4½ years this past August, new office construction has dropped 31% from a year ago because the office market is overbuilt, says a September survey issued by the Office Network, a Houston-based network of commercial

real estate firms. The overall office vacancy rate in 20 cities surveyed is 13.2%, up slightly from the 13% reported this past June, and up sharply from the 7.5% rate of a year ago.

The tightest office space markets are New York City, with a 5.6% vacancy rate, Boston, with 6.1%, and Washington, D.C., with 6.4%. Those cities with the highest vacancy rates are Houston, with 26.9%, San Diego, with 25.3%, and Dallas, with 20.4%.

Expecting mortgage interest rates to decline in 1984, thereby helping both housing and non-residential construction markets somewhat, is Ann Feely, consultant, Arthur D. Little Inc. She anticipates that rates will bottom out at about 12%.

Feely also predicts a downturn for construction in 1985 resulting from 1984's probable inflation. In addition, she says, post election years are generally down because markets are normally artificially pumped up prior to an election. □

Office vacancy rates

Office vacancy rates are an indication of where most and least of the money is being spent on tools and supplies used in internal commercial construction and renovation. The current office vacancy rate in the U.S. overall is 13.2%.

City	Inside business district	Outside business district	Overall vacancy rate
New York	6.2%	4.6%	5.6%
Boston	1.6	11.5	6.1
Washington	9.0	4.7	6.4
Cleveland	5.7	9.5	6.8
Baltimore	2.3	12.0	7.3
San Francisco	5.7	10.2	8.3
Pittsburgh	8.9	10.1	9.2
Philadelphia	8.7	12.1	10.0
New Orleans	12.0	9.0	11.1
Chicago	12.1	11.7	12.0
Hartford, Conn.	9.3	15.7	12.5
Miami	15.0	11.6	12.5
Los Angeles	10.0	15.0	14.1
Kansas City	15.2	15.5	15.4
Atlanta	20.3	15.8	17.7
Denver	19.1	17.4	18.0
Sacramento, Calif.	18.2	18.8	18.6
Dallas	13.9	23.3	20.4
San Diego	24.5	25.8	25.3
Houston	14.3	31.2	26.9

Source: The Office Network, Houston

State of the Industry . . .

[continued from page 61]

about an 18% improvement in sales this year as compared to 1982.

On the eastern side of Lake Michigan, says Frank Deppe, president, Fasteners Inc., Grand Rapids, MI, some of the tool and housing markets are up, but heavy general construction is down. Certain phases of his own business are up 15% over last year, he indicates, at least partly due to the company's increased pursuit of industrial markets.

The Ohio area is showing increased demand in the second half as compared to the first half, according to Robert V. Munson, president, Phillips Industrial Products Inc., Cleveland. However, he adds, "how much of this improvement in demand is normal fall improvement as opposed to actual improvement in the market remains to be seen."

In Phillips Industrial Products' marketing area, which includes northeastern and central Ohio, the Akron area seems to be the weakest while the Columbus area, due to a healthy amount of construction, seems to be the strongest. In general, there is an oversupply situation, keeping prices low, and this should last through the first quarter of 1984, Munson speculates.

"I look for a very good 1984 throughout our marketing area," says the executive. "We look forward to Cleveland being healthy for at least the next 18 months because of a significant amount of present construction. However, beyond these current projects, I am a little worried."

Munson is concerned because at the present time there are no new construction projects on the horizon that will replace those projects that will be running out around the third quarter of 1985.

Based upon information from general contractors in his area that many jobs are scheduled for completion in the near future, Deppe is apprehensive concerning the lack of replacement projects. Nevertheless, he is projecting a sales increase of 12-15% in 1984 over 1983 for his company.

Expecting 1984 to bring a 15% sales increase over 1983, Jahntz feels that any recovery will be stronger for construction rather than industrial markets.

Finally, Baumann expects a gradual, steady increase in business if there are no significant hikes in interest rates through 1984, but he warns that if interest rates rise too high, business would turn down again.

Southwest

"Our market is very good. We have the World's Fair coming up and there is a bit of work presently going on in the New Orleans central business district," reports Frank Sibley, vice president, R.J. Marchand Co.,

Metairie, LA. The company, which sells to both commercial and home building contractors, is expecting this year's sales to top 1982 by 20-25%.

For next year, says Sibley, "We have still got the World's Fair, which is pretty good for us, and that work ends about mid-1984. I am not too sure about things after that. At that time, the markets may very well slow down."

Product demand in the Dallas and Midland, TX areas is good, says Joe R. Woods, president, Joe Woods Sales Co., Dallas, who reports that his company's sales for the fiscal year ending this past June 30 were "on an even keel" with the year previous.

Business is still pretty healthy in the Houston area, he continues, but that should start cooling down by next year due to the existence of excess office space. Woods does expect sales in the Dallas and Midland areas to remain at reasonable levels for 1984 and he expects his present fiscal year to show a 5-10% increase over the previous fiscal year.

West

Calling Western Fasteners Inc.'s headquarter city, Denver, boom town U.S.A., Mark F. Salvato, vice president, says that his company, with seven branches spread through the states of Arizona, Colorado and Wyoming, is doing well compared to last year, and last year was a record year.

Concentrating on commercial construction markets, in addition to selling to home building and maintenance customers, Salvato explains that market strength is relative to geographic area. Wyoming is acceptable but not terribly strong; Arizona is fairly strong; and Colorado, especially southern Colorado, is very strong. Right now, says the vice president, Denver's home building business is showing a good deal of strength.

Looking towards 1984, Salvato believes that overall demand will remain good.

Pacific

Looking first at the Los Angeles area, demand has been picking up for the past four or five months, according to Bud Hahn, president, M&W Electric, Torrance, CA, however, he points out that although sales are better now than they had been, recovery from the recession is not complete.

Continued recovery, Hahn says, will depend upon where interest rates go. And he is pessimistic about the ability of those attempting to control them to keep the rates down.

Says Robert T. Gogo, president, Hub Construction Specialties Inc., San Bernardino, CA, business in Riverside and San

Bernardino counties was pretty good last year and "this year is up pretty good over last year. We are not complaining."

What about 1984? "Things look good for next year," Gogo says. "As of now, I do not see any downturns. There could be a flattening out for a while, but then business should turn up again."

Gogo prefers to see a gradual recovery rather than a boom. "That way, it is usually either boom or bust and I do not like the bust part. People get careless in a big boom."

The recovery is beginning to hit the San Francisco area, says Bob Peters, vice president, Bay Area Construction Supplies Inc., San Francisco. His company's customers, the concrete construction business, "has picked up tremendously over the last several months and this year looks good from now on," he says.

"Since many of our jobs are just getting started," Peters continues, "we expect business to keep picking up somewhat and for next year to be a continuation of how we are doing now."

Northwest

Activity started increasing around the beginning of May, but demand has not yet returned to 1981 levels, says Patrick Thomas, vice president, Safway Supply Inc., Spokane. Business continues to be adversely affected by power plant shutdowns and, further cutting into sales, contractors are repairing worn tools rather than replacing them.

Although this year's sales are presently up about 32% over last year, Thomas looks for a downturn to hit this month and carry through to around next April. He feels that factories will be working at a relatively slow pace during this period and that, until April, there will not be much in the way of new orders released.

Any upturn experienced in the Northwest has been very minor, reports Bob Brady, general manager, Acme Tool & Specialty Co., Portland, OR. "This is a bad market, the economy is bad here in the Northwest," he says. "In total, the market has not changed substantially in the past year."

The company, which sells primarily to commercial and industrial construction markets, has experienced an upturn uncharacteristic of the general market. "There is no reason for this to have happened to our company rather than some other company as far as I know," says Brady.

With too much office space already available in the area and no expectations for any real business pick-up, Brady does not see any reason to be optimistic about the near future. "If next year is as good as this year, we will be tickled to death," he says.

Y.D. Scholar

NOTE

ONLY THE FOLLOWING PAGES OF THIS
PUBLICATION HAVE BEEN FILMED

Cov. 1. p. 5. 7. 14. 29.

Industrial Distribution

December 1983

Hotline:

Sales forecast held
more crucial as
distributors expand
inventories

12/12/83
C8650-6A

ANATOMY OF A GIANT

LAWSON PRODUCTS, INC.

62814 4067682 W40 2 28

JOHN P KENNEDY
CONGRESSIONAL INFORMATION
4520 EAST-WEST HWY STE 800
BETHESDA MD 20814

